

Streamlined Broadband Selling

The Challenge

Selling broadband services faces challenges of fierce market competition, technical complexity, and the need for ongoing customer education. Success requires differentiation strategies, effective communication of technical features, and continuous efforts to educate customers about the benefits of broadband connectivity.

Key Benefits

CableFinder for Telarus is not just a tool; it's a game-changer for technology advisors.

- **Rapid Qualification:** Qualify serviceability to order within minutes, expediting the sales process.
- **Focus on Sales:** Allocate more time to closing deals by reducing time spent on back-office tasks.
- **Broadened Customer Reach:** Increase your customer potential with a plethora of broadband options.
- **Optimal Supplier Solutions:** Always present the most suitable supplier solutions to your customers.
- **Error Reduction:** Streamline connections from quote to commission, decreasing human errors.
- **No More Delays:** Avoid order installation delays that can hold up your commissions, ensuring smooth transitions and happier customers.

Our Solution

In the fast-paced world of telecom, technology advisors need the most efficient tools at their disposal to swiftly qualify and close broadband deals for their Telarus opportunities. To support these sales endeavors, Telarus has teamed up with CableFinder, presenting CableFinder for Telarus - a top-tier sales tool designed exclusively for broadband services, and fully integrated into the Telarus Quote Experience.

Exclusive Telarus Advantages

CableFinder for Telarus stands unparalleled in the market due to exclusive Telarus offerings:

- **Seamless Back-office Integration:** Ensure a smooth workflow with back-office integration unique to Telarus and CableFinder.
- **Automated Data Management:** Automated creation and synchronizing of opportunity data with customer records streamline operations.
- **Effortless Contract Creation:** Automated DocuSign task creation for contracts simplifies the sales cycle.
- **Instantaneous Quoting:** Benefit from real-time quoting for swift decision-making and proposal generation.



Fast: *Accelerated Order Cycle*

In today's rapid market, speed is of the essence. CableFinder for Telarus ensures you stay ahead with features that streamline the entire sales cycle.

- **Immediate Pricing:** Generate targeted supplier pricing instantaneously from a pre-filtered search.
- **Real-time Updates:** Stay informed with real-time broadband pricing promotions and sales status updates.
- **Quick Serviceability:** Determine broadband serviceability promptly without needing an existing customer record.

Flexible: *Expanded Quoting*

Flexibility in sales tools offers technology advisors a competitive advantage by providing options that meet the complex needs of clients.

- **Multiple Supplier Options:** Experience a range of supplier choices for qualifying and managing broadband deals.
- **Branded Proposals:** Issue proposals using your company brand to maintain professionalism and consistency.
- **Smart Decision Criteria:** Use decision criteria to determine when to quote with CableFinder or Telarus GeoQuote for optimized outcomes.

Integrated: *BackOffice Workflow*

Integration streamlines processes, ensuring accuracy and efficiency from qualification to commission.

- **Automated Contracts:** Create DocuSign contracts automatically, reducing manual tasks and errors.
- **Synchronized Records:** Create and synchronize CableFinder activities with Telarus customer records for seamless operations.
- **Advanced Tracking:** Leverage advanced sales tracking, commissions, workflows, and reporting specifically for CableFinder within Telarus.

**Contact Us to Learn More About How to Elevate Your Sales Game,
Enrich Customer Satisfaction, and Streamline Your Sales Cycle
with Cablefinder for Telarus.**



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